

Message Text

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ACTION EA-12

INFO OCT-01 EB-08 ISO-00 /021 W

-----104406 200451Z /21

R 190843Z AUG 77

FM AMEMBASSY SEOUL

TO USDOC WASHDC

INFO SECSTATE WASHDC 5858

UNCLAS SEOUL 6993

USDOC

E.O. 11652: N/A

TAGS: BTRA, KS

SUBJ: KOREAN INVESTMENT MISSION

REF: USDOC 15640; SEOUL 6655

1. INFORMATION REQUESTED IN USDOC REFTEL PROVIDED BY KCCI.
ALL FIRMS SEEK U.S. TECHNOLOGY BY MEANS OF JOINT VENTURE OR
LICENSING AGREEMENT.

2. CHIN, BONG HYON OF KOREA PLASTIC IND. CO. HAS BEEN
DROPPED FROM THE MISSION. REPRESENTATIVE OF DONG IL TEXTILE
CO. WILL BE CHUNG, JONG HWA, PRESIDENT, INSTEAD OF SURH,
MIN SOK, VICE PRESIDENT.

3. BUSINESS INTERESTS OF REMAINING MISSION MEMBERS HAVE BEEN
REFINED AS FOLLOWS:

A. BOO, WAN HYOK (YUL SAN ALUMINUM IND. CO.) IS INTERESTED
IN IMPROVED TECHNOLOGY FOR MANUFACTURE OF ALUMINUM. YUL SAN,
ESTABLISHED IN 1969, HAS ABOUT 400 EMPLOYEES AND IS A MANU-
FACTURER AND EXPORTER OF ALUMINUM. THE FIRM IMPORTS ALUMINUM
BILLET AND CHEMICALS. 1976 EXPORTS TOTALED \$1,270,00.

B. KIL, CHAE HO (SAM JUNG PULP IND. CO.) IS SEEKING
TECHNOLOGY FOR PRODUCTION OF HIGH QUALITY PULP AND PAPER.

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SAM JUNG, WHICH WAS ESTABLISHED IN 1974 HAS 180 EMPLOYEES
AND MANUFACTURES STRAW PULP.

C. LEE, JUNG KYONG (SAM YANG PAPER MFG. CO.) SEEKS A JOINT
VENTURE FOR PAPER MFG. MACHINERY. ESTABLISHED IN 1958,
SAM YANG, WITH 900 EMPLOYEES, MANUFACTURES AND EXPORTS
DUPLEX PAPER BOARD, KRAFT PAPER, K-LINER BOARD, CORRUGATED
PAPER AND BOXES. IMPORTS INCLUDE PULP, WASTE PAPER, BKP

AND BSP.

D. KIM, CHOO HO (ASIA INDUSTRIAL CO.) SEEKS TECHNOLOGY FOR THE MANUFACTURE OF AUTOMOBILE AND ELECTRIC LOCOMOTIVE TRANSMISSIONS. FIRM MANUFACTURES AND EXPORTS WATER PUMPS, DIESEL ENGINES AND AGRICULTURAL MACHINERY TO THE MIDDLE EAST, S.E. ASIA AND THE U.S.

E. CHUNG, JONG HWA, PRESIDENT (DONG IL TEXTILE CO.) SEEKS TECHNOLOGY FOR AND PURCHASE OF TEXTILE MACHINERY. DONG IL WAS ESTABLISHED IN 1955 AND HAS 3200 EMPLOYEES. IT IMPORTS RAW COTTON, SYNTHETIC FIBERS, TEXTILE MACHINERY AND PARTS. FIRM MANUFACTURES AND EXPORTS COTTON AND COTTON BLEND FABRICS, YARN AND THREAD TO 30 COUNTRIES. 1976 EXPORTS TOTALED \$36 MILLION.

F. MIN, BYUNG SUNG (IL SHIN IND. CO.) SEEKS TECHNOLOGY FOR ELECTRIC APPLIANCES SUCH AS FANS, TEMPERATURE MODIFIERS ETC. IL SHIN MANUFACTURES TALC POWDER, SWEATERS AND JACKETS. IT EXPORTS THOSE ITEMS PLUS CANNED SEA FOODS AND FILM CAPACITORS. THE FIRM WAS ESTABLISHED IN 1948 AND EMPLOYES 1200 WORKERS. 1976 EXPORTS TOTALED \$11 MILLION.

G. CHANG, BYOUNG SOO (DONG KUK STEEL CO.) SEEKS TECHNOLOGY FOR SHAPER AND CASTING MACHINES. FIRM IS REPORTEDLY LARGEST PRIVATE PRODUCER OF STEEL IN KOREA. IMPORTS INCLUDE STEEL SCRAP, CARBON ELECTRODES, BREAK-OUT VESSELS, LABORATORY EQUIPMENT, BEARINGS, COPPER MOLD TUBES AND SPECIAL FIRE BRICKS. DONG KUK, WITH 3,400 EMPLOYEES, MANUFACTURES AND EXPORTS A VARIETY OF STEEL PRODUCTS.

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FIRM AND FOUR AFFILIATED STEEL PRODUCTS COMPANIES REPORTEDLY IMPORTED OVER \$86 MILLION OF GOODS IN 1976 AND EXPORTED GOODS VALUED AT \$25 MILLION.

H. LEE, DUCK HO (GUMI EXPORT IND. CORP.) SEEKS TECHNOLOGY FOR PRODUCTION OF ELECTRONIC PRODUCTS SUCH AS SEMI-CONDUCTORS, ETC. FIRM WAS ESTABLISHED IN 1971.

I. KIM, DAE GON (HAN YOUNG CERAMIC CO.) SEEKS TECHNOLOGY FOR PRODUCTION OF CASSETTE TAPE RECORDERS. FIRM ESTABLISHED IN 1973, HAS 350 EMPLOYEES AND MANUFACTURES TILE AND MOSAIC TILE.

J. HAN, DAL SAM (TAE YANG METAL IND. CO.) SEEKS TECHNOLOGY FOR PRODUCTION OF GALVANIZED METAL. THE FIRM IS A MANUFACTURER AND EXPORTER OF BOLTS, NUTS, SCREWS AND BICYCLE PARTS. IT IMPORTS WIRE ROD AND ALLOY STEEL WIRE. TAE YANG HAS APPROX. 1,000 EMPLOYEES. 1976 IMPORTS BY TAE YANG EXCEEDED \$1 MILLION AND EXPORTS WERE OVER \$384,000.

K. SHON, JONG HYEON (NAM SUN MACHINERY WORKS) SEEKS TECHNOLOGY FOR PRODUCTION OF MILLING MACHINES. FIRM,

L. PARK, MYONG CHANG IS A DIRECTOR OF KCCI AND WILL ACT AS MANAGER OF THE MISSION. PARK HAS BEEN WITH KCCI FOR 9 YEARS AS DIRECTOR OF INTERNATIONAL AFFAIRS. HE WILL COORDINATE APPTS. WITH AMERICAN BUSINESSMEN.

M. AN OFFICIAL OF THE ROK ECONOMIC PLANNING BOARD WILL BE APPOINTED TO ACT AS MISSION CHIEF.

4. MISSION MEMBERS WILL BE WILLING TO TRAVEL WITHIN A 100 MILE RADIUS OF THE CITIES TO BE VISITED, TO MEET WITH INTERESTED U.S. FIRMS. IN ADDITION, MISSION MEMBERS WILL HAVE AN OPPORTUNITY TO TRAVEL INDIVIDUALLY TO MEET WITH U.S. FIRMS, AT THE CONCLUSION OF THE ORGANIZED PORTION OF THE MISSION ITINERARY.

5. KCCI OFFICIALS EXPRESSED DESIRE THAT INDUSTRIAL TOURS BE DONE ON A GROUP BASIS. THEY HOPE THAT WITH ONE OR TWO TOURS IN EACH CITY, THE GROUP WILL HAVE VISITED A CROSS SECTION OF TARGET INDUSTRIES BY THE CONCLUSION OF THE MISSION.
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6. KCCI IS VERY GRATEFUL FOR USDOC ASSISTANCE. IT IS HOPED THAT USDOC WILL ARRANGE CALLS ON CHAMBER OF COMMERCE IN EACH CITY TO BE VISITED, FOLLOWING SCHEDULE OUTLINED IN SEOUL 6655. KCCI EXPRESSED DESIRE TO HAVE A PROPORTIONATE NUMBER OF INTERESTED AMERICAN FIRMS PRESENT AT CHAMBER OF COMMERCE MEETINGS, FOR A GENERAL DISCUSSION OF ECONOMIC TRENDS AND OPPORTUNITIES, FOLLOWED BY SHORT INDIVIDUAL DISCUSSION BETWEEN AMERICAN AND KOREAN COUNTERPARTS. SHOULD SUFFICIENT INTEREST DEVELOP, MORE DETAILED DISCUSSIONS COULD BE SCHEDULED DURING PERIODS SET ASIDE FOR BUSINESS APPTS. IN SCHEDULE OUTLINE.

7. KCCI ALSO REQUESTS THAT USDOC ARRANGE INDUSTRIAL TOURS. THE MISSION HOPES TO VISIT ONE OR TWO PLANTS IN EACH CITY.

8. KCCI IN CONJUNCTION WITH KOREAN EMBASSY, KOREAN CONSULATES AND KOREAN TRADE PROMOTION CORPORATION, WILL ARRANGE FOR LODGING, TRAVEL (EXCEPT PLANT TOURS), NEW YORK VISIT FROM 9/16 - 9/18, WASHINGTON D.C. VISIT FROM 9/21 - 9/22 AND ALL MEETINGS WITH KOREAN BUSINESSMEN.

9. POST APPRECIATES ASSISTANCE FROM USDOC, ESPECIALLY ON SUCH SHORT NOTICE AND WILL MAKE EVERY EFFORT TO INSURE PROPER COORDINATION ON THIS END. MISSION MEMBERS WILL MEET NEXT WEEK AND MORE DETAILED INFORMATION WILL HOPEFULLY BE AVAILABLE.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Enclosure: n/a
Executive Order: N/A
Errors: N/A
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Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Previous Handling Restrictions: n/a
Reference: 77 SEOUL 6655
Retention: 0
Review Action: RELEASED, APPROVED
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Review Event:
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Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1547057
Secure: OPEN
Status: NATIVE
Subject: KOREAN INVESTMENT MISSION
TAGS: BTRA, KS
To: COM
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/6b0d0358-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009